

Message Text

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PAGE 01 STATE 183518

61

ORIGIN CU-04

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DRAFTED BY CU/EA:WJCUNNINGHAM:NB

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FM SECSTATE WASHDC

TO USLO PEKING PRIORITY

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E.O. 11652: N/A

TAGS: SCUL, CH

SUBJECT: PHILADELPHIA ORCHESTRA

REF: STATE 181842

1. IN LIGHT OF USUAL BUDGETARY STRINGENCIES, DEPARTMENT WISHES RECOVER EXPENSES WHENEVER POSSIBLE AND APPROPRIATE.

2. DEPARTMENT HAS REVIEWED CONTRACT WITH PHILADELPHIA ORCHESTRA ASSOCIATION AND ASSOCIATED CORRESPONDENCE. AS TENNY AWARE, CONTRACT PROVIDES THAT ORCHESTRA RECOVER EXPENSES OF TRIP BEFORE DEPARTMENT MAY APPLY ANY OVERAGE TO ITS OUTLAYS.

3. DEPARTMENT NOTES, HOWEVER, THAT IN LETTER OF AUGUST 2, ASSISTANT MANAGER SANTARLASCI STATED ORCHESTRA ASSOCIATION PREPARED TO COVER AS MUCH AS 8500 DOLS FOR QUOTE BROADCAST UNQUOTE OF PERFORMANCES FROM ITS OWN FUNDS. FURTHER, SANTARLASCI STATED THAT COST TO ORCHESTRA OF QUOTE BROADCASTING UNQUOTE ALL SEVEN PERFORMANCES WOULD BE ABOUT 8500 DOLS.

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PAGE 02 STATE 183518

4. IN LIGHT OF FOREGOING, WHAT POSSIBILITY DO USLO, TENNY

AND ORCHESTRA ASSOCIATION FORESEE THAT BY OBTAINING TAPE
FROM PRC, ORCHESTRA ASSOCIATION AND DEPARTMENT MIGHT
RECOUP AT LEAST SOME OF OUR EXPENSES? FROM OUR VANTAGE

POINT, SIMPLEST AND MOST STRAIGHTFORWARD PROCEDURE WOULD
SEEM TO BE FOR ORCHESTRA ASSOCIATION TO OBTAIN EXCLUSIVE
RIGHTS FROM PRC FOR EXPLOITATION OF TAPE IN US, THEN
OFFER SAME FOR NATIONAL TELECAST TO NETWORK. THERE WOULD
SEEM REASONABLE POSSIBILITY MAJOR SPONSOR, POSSIBLY
CORPORATION INTERESTED IN CHINA, COULD BE FOUND.

5. FURTHER QUESTION IS WHETHER ORCHESTRA ASSOCIATION
MIGHT NOT MEET FIRST 8500 DOLS OF THE 14,000 DOLS COST
FOR VIDEOTAPING. RUSH

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